

## PRESALES CONSULTANT FICO - SERVICES AND SOFTWARE

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Beyond Technologies is a professional services firm, specializing in the integration of SAP solutions and the optimization of business processes. As a Pre-Sales Consultant FICO - Services and Software, you will help Beyond Technologies achieve its sales objectives by analyzing technical requirements, demonstrating our ability to deliver proposed SAP solutions, and estimating/planning/tracking projects with potential or existing customers. You will also provide advice on technologies that deliver business results and benefits for your customer, while demonstrating the added value of your expertise and our solutions.

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### Your tasks:

**Organization and leadership of pre-sales service cycles (tenders, customer requests, etc.) for which you will be identified as "lead", which includes:**

- Identifying team members (if necessary)
- Identifying issues to be covered in site surveys
- Organize and assume leadership of site surveys
- Organizing and supervising the preparation of pre-sales service deliverables (internal and external estimates, roles and responsibilities charter, scope [functional, technical, geographical, organizational, etc.], assumptions, schedule, team members)
- Organize and supervise overall response preparation
- Prepare and assume leadership of service offer review meetings
- Provide leadership for customer presentations

**Solution architecture, including:**

- Actively participate in or lead requirements definition exercises with customers
- Define the best solution for the customer, using other Beyond or SAP resources as required.
- Present solutions to customers and work with customers to refine the solution in "continuous improvement" mode
- Follow up on the delivery of the solution to the customer
- Act as solution manager on predetermined projects

**Organization and leadership of certain software pre-sales cycles for which you will be identified as "lead", including:**

- Identifying team members
- Identifying issues to be covered in site surveys
- Organize and assume leadership of site surveys
- Identify demo system; ensure installation of missing components

At Beyond, we want our employees to be happy and healthy both on and off the job. Everything we do and offer to our employees is based on our philosophy that investing in our people is good for all of us! Beyond is dedicated and committed to promoting a diversified and inclusive work environment for everyone. Beyond Technologies is an equal opportunity employer and we believe in fostering an environment where everyone regardless of gender, race, ethnicity, sexual orientation, disability, age, or all other identities feels respected, protected and celebrated.

By providing us with your application, you agree that your documents may be retained in Beyond Technologies' databases for an indefinite period of time in accordance with our internal information retention policies.

- Prepare and lead project launch
- Define overall demonstration plan
- Ensure creation of demo scripts
- Ensure creation of support documents
- Identify and organize BI items or items requiring technical development
- Prepare and assume leadership of dry run
- Organize and assume leadership of demo preparation and service offers
- Organize and assume leadership of all aspects related to the demonstration itself, including logistical items

#### **Sales support:**

- Actively participate in sales meetings
- Support account managers in defining sales strategies
- Support account managers in the preparation of deliverables and proposal presentations

#### **Technology monitoring:**

- Keep abreast of new components and technologies offered by SAP
- Identify conferences and courses for pre-sales team members
- Attend various conferences and courses on new components and technologies

#### **You have:**

- Bachelor's degree in computer science, information technology or software engineering
- At least 10-20 years' experience with SAP implementations of various modules: SAP FICO with integration with SD / MM, WM, PP etc.
- Have participated in pre-sales, blue printing and integration activities
- Strong business acumen is a must
- Highly disciplined in customer follow-up
- Demonstrated ability to develop and implement strategies
- Exceptional verbal and written communication skills in English and French (*\*This is a requirement since in this role you will be dealing with customers, partners and/or our international subsidiaries requiring communication in English on a recurring basis both verbally and in writing*)

#### **You are:**

- Dynamic
- Flexible
- Resourceful
- Ability to work in a team-oriented environment and interact effectively with others
- Results-oriented attitude

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